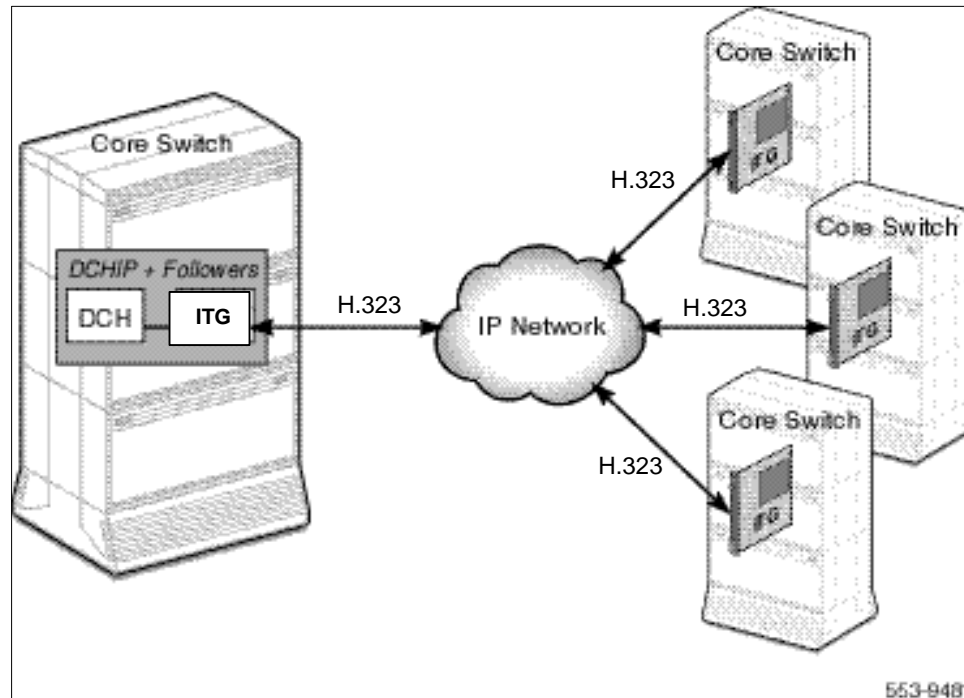


| | |
|--|--|
| Product | <p>The Meridian Internet Telephony Gateway (ITG) 2.1 Trunk is a 32-port, single-slot Intelligent Peripheral Equipment (IPE) card that acts as a gateway to convert real-time voice and fax information into IP packets to send across an IP WAN (Wide Area Network) or IP MAN (Metropolitan Area Network).</p> <p>ITG 2.1 Trunk offers greater port-density using fewer slots than previous ITG Trunk products. ITG 2.1 Trunk can interoperate as well as co-exist with the lower-density 24-port ITG 2.0 Trunk and 8-port ITG 1.0 Trunk products.</p> <p>ITG 2.1 Trunk allows a network of Meridian 1 systems to route voice traffic over a company's managed IP data network. Routing voice calls over existing IP network facilities allows cost savings to be realized by avoiding per-minute toll charges on voice calls, faxes, and voice messaging (known as toll by-pass). Additional cost savings can be obtained through network consolidation, since a single network infrastructure can now be built to support both the voice and data networking requirements of offices at various locations.</p> |
| Launch Message | <p><i>✍</i> ITG 2.1 Trunk continues to improve the Succession IP Telephony portfolio, offering higher density applications, and better scalability.</p> <p><i>✍</i> ITG 2.1 Trunk offers an attractive way to Internet Enable IP Telephony for all phones currently directly attached to a Meridian 1 PBX.</p> <p><i>✍</i> ITG 2.1 Trunk allows innovative ways to build voice networks, allowing our customers to save money, increase efficiency, and establish new ways to communicate.</p> |
| GA Date | GA: April 26th, 2002 for Meridian 1 in North America. |
| Solutions Area | <p>ITG 2.1 Trunk is a key component in Nortel Networks Succession Internet Telephony portfolio. ITG Trunk products Internet Enable existing Meridian 1 systems. ITG 2.1 Trunk also interoperates with the Meridian SL-100* IP Trunking Solution and the built-in IP Telephony capabilities of BCM 2.5.</p> <p>ITG 2.1 Trunk allows customers to build networks of Meridian 1, Meridian SL-100* and BCM systems across a managed IP infrastructure, and extend both PBX features and voice traffic between systems.</p> <p>Traditional telephones attached to any of these systems can now place and receive calls to each other over a managed corporate IP intranet, adding another communications channel besides PSTN and/or tie-line networking.</p> |
| Target Audiences | <p>End User</p> <ol style="list-style-type: none"> 1. New and existing multi-site customers of Meridian 1 systems that need to network to other Meridian 1, SL-100* and/or BCM systems. 2. International sites already connected via IP data networks can save money using IP telephony toll-bypass. 3. Customers that pay high per-minute charges for local calls between sites can also use IP telephony as a lower cost alternative to PSTN calls. 4. Multi-site customers that need additional signaling between sites, for feature-enabling, and sharing of centralized resources (like voice mail). 5. Customers with sites already interconnected via both an IP network and multiple point-to-point tie lines. 6. Multi-site customers interconnected via high-speed IP networks (MAN/Optical). |
| <p>Note: For SL-100 implementation details, see upcoming Meridian SL-100 product bulletin entitled, "Meridian SL-100 IP Trunking Solution."</p> | |

Target Audiences
(continued)**Channel**

1. Meridian 1 authorized channel partners looking to sell a single integrated solution encompassing both voice and data services.
2. Channel Partners who want to offer customers more options and possibilities, helping project bids be much more competitive, while at the same time lowering support costs.
3. Channel Partners who also supply IP-based networks can now provide unique voice capabilities. Allows the ability to be a “one-stop-shop” that provides both voice and data networking services over a single infrastructure.
4. Channel Partners seeking to enhance their reputation with end-customers by demonstrating they are up-to-date on leading technologies, and ready to offer their customers the latest technology if and when they need it.

ITG 2.1 Trunk
ArchitectureFeatures &
Benefits**ITG 2.1 Trunk Benefits:**

- 33% greater port density *per card* (32 ports)
- 50% less slot usage (single-slot IPE module).
 - 2.67 times greater port density in same number of slots.
- Improved Indicator Lights* (full indicators for both Ethernet interfaces).
- Lower power consumption.
- Greater processing power.

General ITG Trunk (1.0, 2.0, 2.1) Benefits & Applications:

Allows Meridian 1 voice traffic to be sent over a data network:

- Saves on international toll charges* (by leveraging existing or expanded flat-rate IP data network, instead of per-minute-charge circuit-switched PSTN).
- More efficient converged infrastructure* – one IP-based network pipe runs both data and voice services between sites. Capacity not used for data service at any given time is available for voice service, and vice-versa.
- Increased flexibility* – A single all-IP network can frequently be changed more

Features &
Benefits (continued)

rapidly, allowing businesses to respond more quickly to changing needs.

Converts a traditional Meridian PBX to a Meridian-Internet Enabled system:

✍ All traditionally attached PBX phones are IP-enabled and can now make IP calls.

Build a network of Meridian systems:

✍ Share centralized voicemail with message-waiting indication over IP.

✍ Utilize Network Attendant Service over an IP Telephony network.

✍ Form a Network-based ACD (Automatic Call Director) over an IP Telephony network.

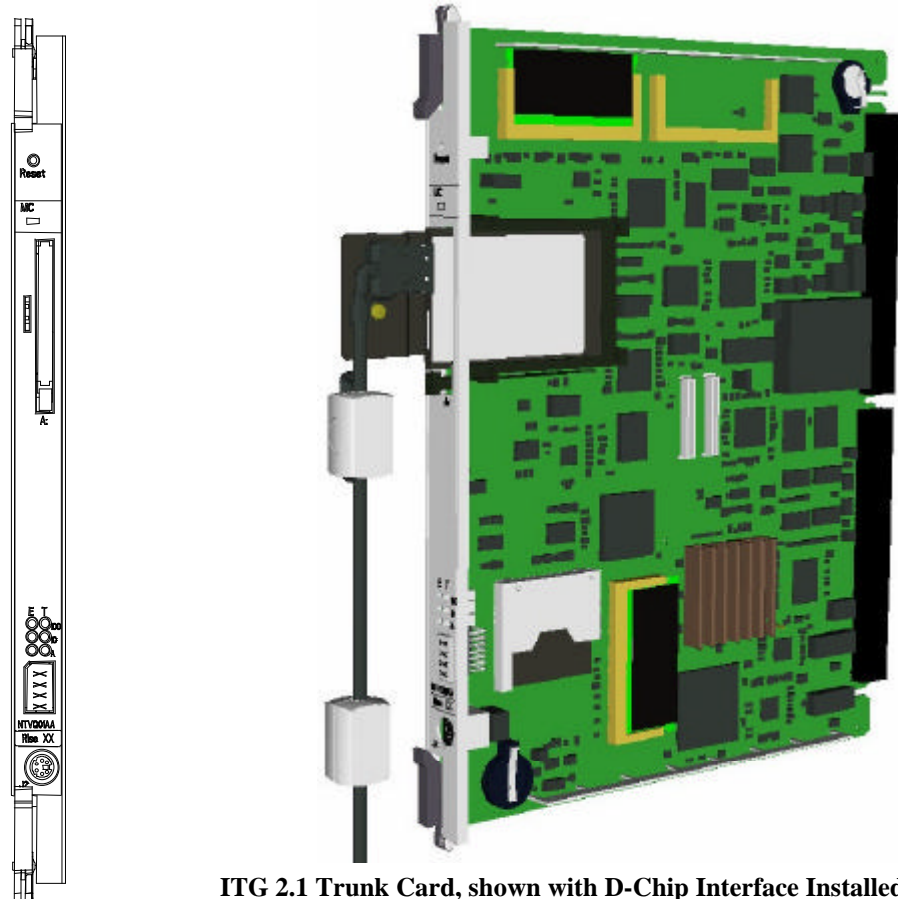
✍ Gain time-saving extra signaling features when sending calls over an IP Trunk:

- Calling Line ID
- Caller-Name-Display
- Q.Sig and MCDN signaling features.
- Other features, similar to those provided by a point-to-point PRI tie-line.

✍ Meridian PBXes can use ITG Trunk to form a virtual point-to-multipoint tie-line network. This provides the functional equivalent of a fully meshed tie-line network at a fraction of the cost.

✍ IP-based trunks can greatly reduce the need for tie-lines and point-to-point D-Channels.

Product Picture



ITG 2.1 Trunk Card, shown with D-Chip Interface Installed.

| Positioning | <p>Nortel Networks provides the ITG Trunk products to enable customers to deploy IP Telephony across an existing IP-WAN infrastructure, while preserving their investment in their existing systems.</p> <p>ITG Trunk quickly IP-enables all existing Meridian sets for site-to-site IP telephony traffic, while seamlessly integrating with the PBX features and functions. Customers can deploy multi-site IP telephony without any user-retraining, installation of poorly integrated (and high administrative cost) external devices and still have access to all of the PBX features and functions they need for maximum flexibility and efficiency.</p> <p>ITG Trunk products also eliminate the worry of doing a “forklift” upgrade and cut-over to a different vendor’s completely different IP-based system, that may have unknown missing features, require user and administrator re-training, and throw away the significant investment made in telephone sets, etc. Instead, ITG Trunk products allow IP trunking to be used without having to replace all of the rest of the installed infrastructure.</p> | | | | | | | | |
|-------------------------------|--|-----------------|--------------------|----------|--|----------|--|----------|--|
| Objectives | <ol style="list-style-type: none"> 1. Get existing Meridian 1 customers to begin to deploy IP Telephony using their Meridian 1 systems, in a comfortable manner for them, where it makes sense. 2. Successfully counter the argument that it’s easier to just purchase voice ports for existing Cisco routers (and possibly migrate to Cisco AVVID later) – Instead, they need to add IP applications to their Meridian system as-needed, on a project basis, keeping existing telephony features & functions. 3. Re-assure existing and future Meridian 1 customers that they have an up-to-date communications system that can provide IP Telephony with a unique and full set of features & capabilities. | | | | | | | | |
| Competition | <p>There are three primary implementations of Internet Protocol (IP) telephony gateways available to enterprise customers: 1) an external PC connected to the PBX via an analog or digital trunk, like the older Nortel Networks (Marathon) V/IP Phone/Fax Gateway solution; 2) adding voice cards to routers; and 3) an IP trunk card, like ITG Trunk, integrated inside a PBX system.</p> <p>/// Cisco sells VoIP router cards with E1/T1/Analog interfaces to PBX (external router)</p> <p>/// Like ITG Trunk, Avaya and NEC also have internal, integrated IP Trunk boards for their PBX systems.</p> <p>/// Other telecom vendors and 3rd party suppliers typically have external rack-mount or PC based PBX-to-VoIP gateways.</p> | | | | | | | | |
| Ordering Information | <table> <thead> <tr> <th><u>Part no.</u></th><th><u>Description</u></th></tr> </thead> <tbody> <tr> <td>NTVQ81AA</td><td>Meridian ITG 2.1 Trunk - Small and Large Systems Package with D-Chip (32-ports of ITG Trunk)</td></tr> <tr> <td>NTZC45CA</td><td>Meridian ITG 2.1 Trunk - without DCHP or NTP (for both Small and Large Systems)</td></tr> <tr> <td>NTVQ81BA</td><td>Upgrade Kit from ITG 1.0 Trunk to ITG 2.1 Trunk Application (Adds DCHP module, s/w + cables – Board remains 8 ports)</td></tr> </tbody> </table> <p><u>See product notes for pre-requisites, compatibility, and other <i>important</i> information.</u></p> | <u>Part no.</u> | <u>Description</u> | NTVQ81AA | Meridian ITG 2.1 Trunk - Small and Large Systems Package with D-Chip (32-ports of ITG Trunk) | NTZC45CA | Meridian ITG 2.1 Trunk - without DCHP or NTP (for both Small and Large Systems) | NTVQ81BA | Upgrade Kit from ITG 1.0 Trunk to ITG 2.1 Trunk Application (Adds DCHP module, s/w + cables – Board remains 8 ports) |
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| Software Version Requirements | <p>X11 Release 25 or later.</p> <p>MAT 6.6 or OTM 1.0 (or later) software is required for OA&M & must be ordered separately.</p> <p><i>See product notes in the Meridian 1 price catalog for additional X11 package requirements, hardware requirements, and other important compatibility information.</i></p> | | | | | | | | |

| Collateral | <p>The following documents will be available on the Partner Information Center:</p> <ul style="list-style-type: none"> ?? Launch Brief / Product Brief ?? Updated Sales & Marketing Bulletin. ?? Updates to Powerpoint presentations, where appropriate ?? Succession Portfolio Presentation, etc. ?? Pricing Information (via standard pricing databases/catalogs). | | | | | | | | | | | | | | | | |
|------------------------------|---|-----------|--------------|--------------|--|-----------|--------------|--------------|---|------------------------------|---|--------------|---|--------------|--|--------------|---------------------------------|
| Technical Training | <p>?? Product Knowledge Transfer(s) – (One in North America, one in EMEA completed so far).</p> <p>?? ITG Trunk Technical Training Class:</p> <table border="1"> <thead> <tr> <th>Class No.</th><th>Course Title</th></tr> </thead> <tbody> <tr> <td>0398C</td><td>Meridian IP Telephony Gateway (ITG) 2.1 ISDN Signaling Trunk, Network Planning, Installation and Maintenance</td></tr> </tbody> </table> <p>?? Prerequisite Global Knowledge Classes to attend 0398C, Meridian IP Telephony Gateway (ITG) 2.1 ISDN Signaling Trunk, Network Planning, Installation and Maintenance:</p> <table border="1"> <thead> <tr> <th>Class No.</th><th>Course Title</th></tr> </thead> <tbody> <tr> <td>0200C</td><td>Meridian 1 Options 11-81C Release 25 Familiarization or 0200T (CBT)</td></tr> <tr> <td>0300C 0302C</td><td>X11 Release 25 Basic Database Administration or X11 Release 25 Station Moves, Adds, and Changes</td></tr> <tr> <td>0335C</td><td>Meridian Administration Tools Release 6 (MAT 6) Familiarization</td></tr> <tr> <td>0390C</td><td>Meridian 1 Release 25 ISDN PRI Applications and Feature Administration</td></tr> <tr> <td>0397T</td><td>Meridian 1 Call Routing for ITG</td></tr> </tbody> </table> <p>See http://get.globalknowledge.com/norteltraining for additional information.</p> | Class No. | Course Title | 0398C | Meridian IP Telephony Gateway (ITG) 2.1 ISDN Signaling Trunk, Network Planning, Installation and Maintenance | Class No. | Course Title | 0200C | Meridian 1 Options 11-81C Release 25 Familiarization or 0200T (CBT) | 0300C 0302C | X11 Release 25 Basic Database Administration or X11 Release 25 Station Moves, Adds, and Changes | 0335C | Meridian Administration Tools Release 6 (MAT 6) Familiarization | 0390C | Meridian 1 Release 25 ISDN PRI Applications and Feature Administration | 0397T | Meridian 1 Call Routing for ITG |
| Class No. | Course Title | | | | | | | | | | | | | | | | |
| 0398C | Meridian IP Telephony Gateway (ITG) 2.1 ISDN Signaling Trunk, Network Planning, Installation and Maintenance | | | | | | | | | | | | | | | | |
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| 0335C | Meridian Administration Tools Release 6 (MAT 6) Familiarization | | | | | | | | | | | | | | | | |
| 0390C | Meridian 1 Release 25 ISDN PRI Applications and Feature Administration | | | | | | | | | | | | | | | | |
| 0397T | Meridian 1 Call Routing for ITG | | | | | | | | | | | | | | | | |
| Launch Schedule | GA: April 26th, 2001 for Meridian 1 in North America. | | | | | | | | | | | | | | | | |
| Product Contacts | <p>?? Product Marketing: Tom Gilheany: 1(408) 565-1562</p> <p>?? Global Product Manager: Brendan J. Noonan in Galway, IRELAND: (011) +353 91 73 3504</p> <p>?? Product Management: Don McRae: 1(613) 967-5188</p> | | | | | | | | | | | | | | | | |
| For More Info: | Stay Tuned to Global Web and Partner Information Center | | | | | | | | | | | | | | | | |